Case 24-33835-mvl7 Doc 141 Case 24-3385-mvl7 Do

	Jan, 2010	Feb, 2010	Mar, 2010	Арг, 2010	May, 2010	Jun, 2010	Jul, 2010	Aug, 2010	Sep, 2010	Oct, 2010	Nov. 2010	Dec, 2010	Total	YTD
Revenue	· · · · · · · · · · · · · · · · · · ·				•			<u> </u>			'	·		
Services	0.	0.	0.	0.	0.	0.	887,081.	878,620.	1,151,938.	1,894,259.	3,948,499.	1,309,347.	10,069,744.	10,069,744.
Income Other							007.004	070 000	4 454 000	4 004 050	0.040.400	4 000 047	40.000.744	40,000,744
Total Revenue	0.	0.	0.	0.	0.	0.	887,081.	878,620.	1,151,938.	1,894,259.	3,948,499.	1,309,347.	10,069,744.	10,069,744.
Cost of Goods Sold														
Production COGS-Other	0	0	0	0	0	0	651,313		720,570	1,238,052	2,066,160	914,082	6,256,549	6,256,549
Cost of Goods Sold	0	0	0	0	0	0	651,313	666,372	720,570	1,238,052	2,066,160	914,082	6,256,549	6,256,549
Gross Profit	0	0	0	0	0	0	235,768	212,248	431,368	656,207	1,882,339	395,265	3,813,196	3,813,195
Expenses														
Employee Expense														
Net Salaries	0	o	0	0	0	0	82,015	171,834	174,538	171,125	375,455	176,508	1,151,476	1,151,476
Bonuses and Commissions	ō				ō	ō			80,885	111,893	364,879	(109,263)	528,813	528,813
	0	0	0	0	0	0	111,855	222,413	255,423	283,018	740,334	67,245	1,680,289	1,680,289
Operating Expenses														
Rent	0	0		0	0	0	17,701	(4,433)	25,420	25,420	25,420	1,073	90,601	90,601
Utilities	0	0	0	0	0	0	28		•	4,193	2,998	3,084	19,957	19,957
Security Expense	0	0	0	Ō	0	0	50		112	99	99	99	543	543
Repairs and Maintenance	0	0	0	0	0	0	0	.,	1,972	2,053	3,142	2,070	10,321	10,321
Liability Insurance	0	0	0	0	0	0	20,943			14,777	15,984	7,139	85,812	85,812
Telephone, Cell, Internet	0	0	0	0	0	0	1,548		3,687	2,243	3,002	2,728	17,061	17,061
Meals and Entertainment	0	0	0	0	U	0	2,847		14,436	11,382	3,728	3,451	43,499	43,499
Minor Tools Equipment	0	0	0	0	U	0	0	-		76	76	76	379	379
Training, CE, PD	0	0	0	0	0	0	0	_	_	1,091	425		1,516	1,516
Expenses - Other	0				0	0	(399)		44,090 99,969	63,069	109,512	28,702	261,748	261,748
G & A Expense	U	U	U	U	U	U	42,718	51,540	99,909	124,403	164,386	48,422	531,437	531,437
Dues and Subscriptions	n	n	0	0	n	0	1 901	3,167	120	2,556	890	100	0.740	0.740
Licenses and Permits	0	0	. 0	0	0	0	1,881 5		120 185	1,682	712	100 (282)	8,713	8,713 2,464
Postage and Delivery	0	0		0	0	0	342			204	459	(202) 92	2,464	2, 404 1,395
Professional Fees	0	0	. 0	0	0	0	12,467	11,110		11.550	6.529	16,314	1,395 77,627	77,627
Office Supplies & Equipment	0	0		0	0	0	577			855	2,424	10,314 504	7,622	7,622
Marketing, Advertising Promotions	0	0		0	0	0	0			347	328	830	2.590	2,590
Bank Services Charges	0	0	ň	0	ŏ	0	995			994	781	1,048	5.765	5,765
Bad Debt Expense	ñ	ď	ň	ñ	ñ	ő	0.00		,	0	,01	1,040	7,709	7,709
Donations and Contributions	ő	Ö	ň	ň	ő	Ô	Ö	•		3,600	0	1,200	7,300	7,300
State, Local Tax Expense	ő	ā	Ö	ő	ñ	Ö	-	_	-,	16,895	(12,525)	1,419	10,047	10,047
,		0			0				36,289	38,683	(402)	21,225	131,233	131,232
Total Expense	0	C	0	0	0	0				446,104	904,318	136,892	2,342,958	2,342,958
EBITDA	0	O	0	0	0	0	63,509	(79,456)	39,687	210,103	978,021	258,373	1,470,237	1,470,237
Depreciation, Amortization	0	0	0	0	0	0	989	(8,624)	(4,525)	(5,603)	(5,939)	28,794	5,092	5,092
Other Income and Expense														
Other Income	0	•	_	0	•	-				7,079	1,344	579	27,138	27,138
Interest Expense	0			0			\1,100/		(5,111)	(2,377)	(6,965)	(6,136)	(25,762)	(25,762)
Net Income	0	0	0	0	0	0	80,767	(94,435)	33,101	209,202	966,461	281,610	1,476,705	1,476,705



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	Jan, 2011	Feb, 2011	Mar, 2011	Apr, 2011	May, 2011	Jun, 2011	Jul, 2011	Aug, 2011	Sep, 2011	Oct, 2011	Nov, 2011	Dec, 2011	Total	YTD
Revenue Services	458,030.	670,449.	896,169.	1,019,087.	508,405.	1,292,576.	1,746,622.	1,437,660.	1,559,526.	981,390.	1,233,283.	720,669.	12,523,868.	12,523,868.
Income Other	450,000	070.440	896,169.	1.019.087.	508,405.	1.292.576.	1.746.622.	1,437,660.	1,559,526.	981,390.	1,233,283.	720,669.	12,523,868.	12,523,868.
Total Revenue	458,030.	670,449.	890,109.	1,019,087.	508,405.	1,292,576.	1,740,022.	1,437,000.	1,559,526.	901,390.	1,233,203.	720,009.	12,523,606.	12,323,606.
Cost of Goods Sold														
Production COGS-Other	379,872	411,933	719,738	806,666	288,456	884,364	1,431,495	931,533	1,066,061	753,322	856,455	655,410	9,185,306	9,185,306
Cost of Goods Sold	379,872	411,933	719,738	806,666	288,456	884,364	1,431,495	931,533	1,066,061	753,322	856,455	655,410	9,185,306	9,185,306
Gross Profit	78,158	258,516	176,431	212,421	219,949	408,212	315,127	506,127	493,465	228,068	376,828	65,259	- 3,338,562	3,338,562
Expenses														
Employee Expense														
Net Salaries	229,995	190,795	187,708	169,849	176,488	181,345	133,871	212,089	195,675	221,520	186,146	194,991	2,280,473	2,280,473
Bonuses and Commissions	9,514	36,862	46,969	59,735	55,687	62,197	76,648	28,446	77,998	31,363	63,229	(34,789)	513,859	513,859
	239,509	227,657	234,677	229,584	232,175	243,542	210,519	240,535	273,673	252,883	249,375	160,202	2,794,331	2,794,332
Operating Expenses														
Rent	23,462	16,512	30,413	23,462	23,462	23,461	23,462	23,462	23,462	23,462	23,462	23,462	281,546	281,546
Utilities	3,011	2,826	3,664	2,915	3,737	4,805	6,075		6,255	5,137	3,962		53,011	53,011
Security Expense	99	99	99	99	149	99	170	54	104	104	154	154	1,384	1,384
Repairs and Maintenance	1,034	1,414	2,007	2,927	1,214	1,158	2,302	.,	1,752	1,466	1,503	964	21,816	21,816
Liability Insurance Telephone,Cell,Internet	17,235 3,284	14,431 3,887	12,156 4.031	15,838 4,360	13,591 4,152	16,128 3,541	16,786 3,716	18,061 3.009	18,761 3,525	15,066 2,409	15,972 3,409	17,867 3,429	191,893 42,750	191,893 42,750
Meals and Entertainment	4,575	3,944	5,932	4,360	11,759	3,122	870	-,	6,142	1,031	5,409 5,248	6,096	57,615	57,615
Minor Tools Equipment	76	3, 344 76	76	76	76	76	76		76	76	3,2 4 6 76		909	909
Training, CE, PD	70		2.248	445	116	70	,0		1.036	1.275	,0	250	5,440	5,440
Expenses - Other	16,908	83,841	23,084	30,198	56,217	54,889	34,606	37,699	36,454	31,406	20.612	72,000	497,914	497,914
	69.754	127,030	83,710	84,696	114,473	107,279	88,063	98,127	97,567	81,432	74,398	127,751	1,154,276	1,154,278
G & A Expense											,	,	-,,	.,,
Dues and Subscriptions	1,795	850	3,234	3,245	2,956	4,727	7,143	6,191	11,577	14,241	14,517	17,811	88,287	88,287
Licenses and Permits	150	74	1,250	0	130	0	40	0	34	116	3,603	. 0	5,397	5,397
Postage and Delivery	261	209	625	387	696	566	946	668	134	449	203	278	5,420	5,420
Professional Fees	4,689	5,419	15,826	14,516	4,355	13,355	12,500	16,007	0	12,168	2,419	17,497	118,751	118,751
Office Supplies & Equipment	567	929	1,997	2,326	789	1,850	535	1,275	1,217	1,003	735	695	13,919	13,919
Marketing, Advertising Promotions	0		0	0	0	0	0	_	0	0	_	-	291	291
Bank Services Charges	842		904	678	2,351	(112)	3,482		728	991	869		12,933	12,933
Bad Debt Expense	0	-,	4,035	(2,065)	(1,586)	0	2,306		0	0	0	0	4,035	4,035
Donations and Contributions	0	•	0	900	0	0	0	_	360	0	-		1,733	1,733
State, Local Tax Expense	1,419		1,419	1,489	2,359	6,782	4,721	(1,460)	1,160	1,348	(3,886)	1,029	17,925	17,925
Total Company	9,723	13,550	29,290	21,476	12,050	27,168	31,673	21,166	15,210	30,316	18,460	38,611	268,692	268,691
Total Expense	318,986	368,237	347,677	335,756	358,698	377,989	330,255	359,828	386,450	364,631	342,233	326,564	4,217,300	4,217,301
EBITDA	(240,828)	(109,721)	(171,246)	(123,335)	(138,749)	30,223	(15,128)	146,299	107,015	(136,563)	34,595	(261,305)	(878,738)	(878,739)
Depreciation, Amortization Other Income and Expense	(5,941)	(5,989)	(5,941)	(5,941)	(5,941)	(6,942)	(7,780)	(7,838)	(7,645)	(7,970)	(7,778)	(7,970)	(83,675)	(83,675)
Other Income	7,925		8,004	10,475	2,103	490	1,211	7,833	(773)	(3,919)	(652)	169	34,332	34,332
Franchise Taxes	0	•	0	0	(2,349)	0	1,029	0	Ö	0	Ò		(1,320)	(1,320)
Interest Expense	(928)	(2,831)	(2,410)	(1,754)	(1,167)	(2,032)	(673)	(700)	(136)	(713)	(646)	0	(13,990)	(13,990)
Net Income	(239,772)	(117,076)	(171,593)	(120,555)	(146,103)	21,739	(21,341)	145,594	98,461	(149,165)	25,519		(943,391)	(943,392)
Net Margin	(100.0%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	(100.0%)	0.0%

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	Jan, 2012	Feb, 2012	Mar, 2012	Apr, 2012	May, 2012	Jun, 2012	Jul, 2012	Aug, 2012	Sep, 2012	Oct, 2012	Nov, 2012	Dec, 2012	Total	YTD
Revenue Services	1,027,047.	908,149.	1,086,366.	803,363.	1,773,634.	1,263,460.	1,554,104.	2,196,583.	2,076,075.	2,140,684.	2,387,724.	(228,816.)	16,988,373.	16,988,373.
Income Other												, , ,		
Total Revenue	1,027,047.	908,149.	1,086,366.	803,363.	1,773,634.	1,263,460.	1,554,104.	2,196,583.	2,076,075.	2,140,684.	2,387,724.	(228,816.)	16,988,373.	16,988,373.
Cost of Goods Sold														
Production COGS-Other	613,007	717,397	570,062	586,890	1,276,585	970,515	1,087,967	1,496,983	1,351,794	1,577,098	1,796,563	(144,163)	11,900,699	11,900,699
Cost of Goods Sold	613,007	717,397	570,062	586,890	1,276,585	970,515	1,087,967	1,496,983	1,351,794	1,577,098	1,796,563	(144,163)	11,900,699	11,900,699
Gross Profit	414,040	190,752	516,304	216,473	497,049	292,945	466,137	699,600	724,281	563,586	591,161	(84,653)	5,087,673	5,087,674
Expenses														
Employee Expense														
Net Salaries	207,232	207,950	213,950	216,325	224,370	225,175	215,416	221,171	212,259	183,508	183,171	251,021	2,561,550	2,561,550
Bonuses and Commissions	52,397	19,892	68,266	26,137	87,767	31,170	66,953	97,434	93,770	84,849	88,247	5,128	722,009	722,009
	259,629	227,842	282,216	242,462	312,137	256,345	282,369	318,605	306,029	268,357	271,418	256,149	3,283,559	3,283,559
Operating Expenses														
Rent	23,140	18,492	23,140	23,140	23,140	23,140	23,140	24,930	24,930	24,930	22,071	19,248	273,436	273,436
Utilities	3,538	3,401	3,969	4.485	4,482	5,381	5,963	336	11,192	4,872	4,605	4,182	56,405	56,405
Security Expense	104	59	104	104	154	104	418	110	110	110	110	110	1,598	1,598
Repairs and Maintenance	994	1,327	724	1,103	1,047	654	3,058	849	2,626	849	1,552	3,019	17,802	17,802
Liability Insurance	18,698	20,235	24,195	33,576	15,527	29,768	19,600	1,655	15,518	18,238	12,210	33,790	243,009	243,009
Telephone,Cell,Internet	2,893	3,670	3,459	3,752	3,506	3,353	3,504	4,884	2,802	4,099	2,389	4,962	43,272	43,272
Meals and Entertainment	5,349	1,522	6,074	6,988	318	1,227	2,611	5,537	6,500	3,993	3,096	4,363	47,578	47,578
Minor Tools Equipment	76	76	82	76	76	76	76	76	76	76	76	76	915	915
Training, CE, PD	0	149	2,140	200	0	370	1,824	99	0	4,904	695	2,500	12,882	12,882
Expenses - Other	30,709	19,556	7,525	36,194	46,979	9,454	15,788	6,060	11,659	5,168	4,836	25,715	219,644	219,644
	85,501	68,487	71,412	109,618	95,229	73,527	75,982	44,536	75,413	67,239	51,640	97,965	916,541	916,541
G & A Expense														
Dues and Subscriptions	19,458	16,038	20,630	16,363	18,382	19,848	17,681	25,183	24,198	23,959	19,740	21,703	243,182	243,182
Licenses and Permits	0	77	0	20	0	396	264	264	264	264	264	132	1,946	1,946
Postage and Delivery	204	655	830	382	230	897	1,101	564	329	388	493	124	6,198	6,198
Professional Fees	394	659	6,685	2,538	2,862	2,682	13,544	35,854	18,357	19,005	11,777	18,504	132,858	132,858
Office Supplies & Equipment	3,293	1,551	2,438	1,949	1,592	881	2,014	2,481	1,226	1,131	3,186	2,436	24,177	24,177
Marketing, Advertising Promotions	0	0	1,025	0	168	697	0	765	877	490	3,592	309	7,923	7.923
Bank Services Charges	633	864	7,192	(4,891)	1,113	1,124	1,782	819	1,157	1,544	3,052	1,782	16,169	16,169
Bad Debt Expense	0	0	0	0	0	0	0	0	20,195	0	0	0	20,195	20,195
Donations and Contributions	0	0	0	0	0	0	0	0	750	0	0	0	750	750
State, Local Tax Expense	1,040	1,139	1,030	589	393	1,596	2,443	62	462	1,633	289	(1,319)	9,357	9,357
	25,022	20,983	39,830	16,950	24,740	28,121	38,829	65,992	67,815	48,414	42,393	43,671	462,754	462,755
Total Expense	370,152	317,312	393,458	369,030	432,106	357,993	397,180	429,133	449,257	384,010	365,451	397,785	4,662,853	4,662,855
EBITDA	43,888	(126,560)	122,846	(152,557)	64,943	(65,048)	68,957	270,467	275,024	179,576	225,710	(482,438)	424,820	424,819
Depreciation, Amortization	(7,567)	(7,759)	(7,672)	(8,208)	(9,104)	(9,293)	(8,780)	(8,600)	(8,720)	(7,646)	(7,695)	(7,646)	(98,691)	(98,691)
Other Income and Expense									. ,	• • •		,	(/	\ <i>\</i>
Other Income	9	1,295	6,666	(4,010)	3,689	506	4,349	(784)	174	422	976	(3,334)	9,958	9,958
Franchise Taxes	0	0	0	0	(1,546)	0	(177)	Ó	0	0	0	Ó	(1,723)	(1,723)
Interest Expense	0	(625)	(625)	(625)	(625)	0	(3)	(4,558)	(3,333)	(3,333)	0	0	(13,727)	(13,727)
Net Income	36,330	(133,649)	121,215	(165,400)	57,357	(73,835)	64,346	256,525	263,145	169,019	218,991	(493,418)	320,637	320,636
Net Margin	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	200.0%	200.0%	0.0%

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_	Jan, 2013	Feb, 2013	Mar, 2013	Apr, 2013	May, 2013	Jun, 2013	Jul, 2013	Aug, 2013	Sep, 2013	Oct, 2013	Nov, 2013	Dec, 2013	Total	YTD
Revenue														
Services Income Other	1,375,238.	1,271,783.	1,668,191.	3,072,484.	2,486,426.	2,469,171.	1,322,740.	1,544,237.	1,926,058.	1,307,620.	1,093,263.	3,822,975.	23,360,186.	23,360,186.
Total Revenue	1,375,238.	1,271,783.	1,668,191.	3,072,484.	2,486,426.	2,469,171.	1,322,740.	1,544,237.	1,926,058.	1,307,620.	1,093,263.	3,822,975.	23,360,186,	23.360.186.
Total Revenue	1,373,236.	1,271,703.	1,000,191.	3,072,404.	2,400,420.	2,409,171.	1,322,740.	1,044,231.	1,920,056.	1,307,620.	1,093,203.	3,022,973.	23,360,166.	23,300,100.
Cost of Goods Sold														
Production COGS-Other	868,219	779,499	1,061,802	2,496,061	2,235,000	1,338,377	996,861	938,273	1,425,733	750,753	676,806	1,268,142	14,835,528	14,835,528
Cost of Goods Sold	868,219	779,499	1,061,802	2,496,061	2,235,000	1,338,377	996,861	938,273	1,425,733	750,753	676,806	1,268,142	14,835,528	14,835,528
Gross Profit	507,019	492,284	606,389	576,423	251,426	1,130,794	325,879	605,964	500,325	556,867	416,457	2,554,833	8,524,658	8,524,658
Gross Margin	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%	0.0%
Expenses														
Employee Expense														
Net Salaries	207.372	205.327	192.695	231.800	191.816	187.098	211,325	205.793	208,216	199,198	193,248	288.686	2,522,574	2,522,574
Bonuses and Commissions	83,024	78,144	88.079	98,427	(18,079)	162.821	58,257	106.269	102.469	70,806	65,192	378,224	1.273.632	1,273,632
	290,396	283,471	280,774	330,227	173,737	349,919	269,582	312,062	310,685	270,004	258,440	666,910	3,796,206	3,796,206
Operating Expenses	,	• • • •							* * * * * * * * *		= • - • •	,	-,,	-11
Rent	24,289	23,541	23,489	24,289	24,289	24,289	24,289	24,289	25,085	23,493	20,910	24,289	286,536	286,536
Utilities	4,168	4,090	4,105	483	8,547	5,855	6,148	6,666	6,237	5 882	4,469	5,026	61,676	61,676
Security Expense	110	110	110	110	210	160	110	116	116	116	169	119	1,556	1,556
Repairs and Maintenance	1,297	1,556	1,236	1,816	724	1,029	2,901	2,577	2.567	1,011	904	849	18,468	18,468
Liability Insurance	32,317	22,218	17,600	20,338	19,681	21,209	21,838	20,562	20,764	21.159	21,307	(23,400)	215,592	215,592
Telephone,Cell,Internet	3,458	3,690	3,923	4,068	5,378	7,481	4,952	5,285	2.901	3,993	3,749	2,741	51,616	51,616
Meals and Entertainment	2,267	1,033	1,232	(869)	1,048	2,928	790	2,325	3,716	6,299	1,050	47	21,867	21,867
Minor Tools Equipment	76	76	76	76	76	76	76	76	76	564	76	76	1,396	1,396
Training, CE, PD	0	0	1,595	319	0	0	160	0	295	520	0	0	2,889	2,889
Recruiting Expense	0	0	0	0	0	2,496	0	0	0	0	0	0	2,496	2,496
Expenses - Other	21,376 89,358	793 57,107	2,080 55,446	3,395 54,025	5,069 65.022	7,424 72,947	2,897 64,161	2,699 64.595	5,047 66.804	12,805 75,842	15,120 67,754	18,710	97,415	97,415
G & A Expense	09,550	37,107	33,440	34,023	00,022	12,541	04,101	04,595	00,004	75,042	67,734	28,457	761,507	761,507
Dues and Subscriptions	17,783	25,318	27,879	13.694	17,887	20,882	16,988	28,363	16,976	17,890	16,170	15,904	235,737	235,737
Licenses and Permits	182	427	(53)	13,094	119	20,862	10,900	20,303		0.60	200	15,904	1,008	1,008
Postage and Delivery	586	139	157	196	980	384	523	267	196	130	200	343	3,903	3,903
Professional Fees	10,100	14,330	33,537	40,517	36,524	56,675	28.443	31.841	45,883	36,855	31,159	19.622	385,486	385,486
Office Supplies & Equipment	1,766	3,190	1,874	1,829	3.040	3,360	3.317	2,713	2,498	3,478	2,629	2.447	32,142	32,142
Bank Services Charges	1,351	193	1.988	1,988	2,578	2,165	2.385	2.047	2,543	2.072	1,929	1.763	23,003	23.003
Bad Debt Expense	0	1,423	0	15,525	2,0.0	2,100	2,500	116,834	213	2,012	690	5.143	139,828	139,828
Donations and Contributions	ō	0	ő	380	Ö	1,000	ő	110,004	500	130	000	0,140	2,010	2,010
State, Local Tax Expense	946	(724)	3,234	1,143	2,480	369	40,088	(42,062)	(2.686)	(3,875)	548	10,104	9,567	9,567
	32,714	44,296	68,616	75,404	63,608	84,835	91,744	140,003	66,123	56,680	53.327	55.326	832.682	832.684
Total Expense	412,468	384,874	404,836	459,656	302,367	507,701	425,487	516,660	443,612	402,526	379,521	750,693	5,390,396	5,390,397
EBITDA	94,551	107,410	201,553	116,767	(50,941)	623,093	(99,608)	89,304	56,713	154,341	36,936	1,804,140	3,134,262	3,134,261
Depreciation, Amortization Other Income and Expense	(6,172)	(7,430)	(8,108)	(8,171)	(8,355)	(8,341)	(8,335)	(8,681)	(8,402)	(8,520)	(8,621)	(7,490)	(96,625)	(96,625)
Other Income	1.783	2.265	7,532	17 444	6 700	6.000	2.040	6 670				40.00-		
Franchise Taxes	1,763	2,265	7,532	17,411 0	6,763	6,033 0	3,948 0	6,379	56 0	73	56	10,097	62,398	62,398
Interest Expense	0	0	(584)	(683)	(3,981) (88)	(1,429)	(566)	(744)	_	(200)	(500)	0	(3,981)	(3,981)
Net Income	90.162	102,245	200.393	125,324	(56,602)	619,356	(104,561)	(744) 86,258	(906) 47,461	(380)	(596)	(370)	(6,345)	(6,345)
	30,102	102,240	200,393	120,024	(30,002)	019,330	(104,001)	60,258	47,461	145,514	27,775	1,806,377	3,089,709	3,089,708

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	Jan, 2014	Feb, 2014	Mar, 2014	Apr, 2014	May, 2014	Jun, 2014	Jul, 2014	Aug, 2014	Sep, 2014	Oct, 2014	Nov, 2014	Dec, 2014	Total	YTD
Revenue Services	919,595.	2,148,681.	1,179,931.	1,168,830.	673,871.	515,240.	2,385,553.	823,963.	1,812,905.	2,104,201.	1,445,838.	4,702,553.	19,881,161.	19,881,161.
Income Other Total Revenue	919,595.	2,148,681.	1,179,931.	1,168,830.	673,871.	515,240.	2,385,553.	823,963.	1,812,905.	2,104,201.	1.445.838.	4.702.553.	19.881,161.	19.881.161.
lotal Neveride	313,555.	2,140,001.	1,170,007.	1,100,000.	070,011.	010,240.	2,000,000.	020,000.	1,012,000.	2,101,201.	1,110,000	.,. 02,000.	,,	,
Cost of Goods Sold														
Production COGS-Other	485,792	977,357	634,371	780,806	555,398	388,264	1,190,523	622,799	1,396,671	1,865,724	1,032,767	3,858,000	13,788,472	13,788,472
Cost of Goods Sold	485,792	977,357	634,371	780,806	555,398	388,264	1,190,523	622,799	1,396,671	1,865,724	1,032,767	3,858,000	13,788,472	13,788,472
Gross Profit	433.803	1.171.324	545,560	388.024	118,473	126,976	1,195,030	201,164	416,234	238,477	413,071	844,553	6,092,689	6,092,689
Gross Margin	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	200.0%	0.0%
•														
Expenses														
Employee Expense			0.45.070	005.004	404.070	040.005	004 000	214.663	206,764	200 244	168.677	298,448	2,671,528	2,671,528
Net Salaries	220,610 65,987	236,889 176,650	245,272 73,734	235,064 15,643	194,072 18,806	212,865 75,965	231,893 179,287	19.530	58.012	206,311 15,461	77,725	74,820	851,620	851.620
Bonuses and Commissions	286,597	413,539	319,006	250,707	212,878	288.830	411,180	234,193	264,776	221,772	246,402	373,268	3,523,148	3.523.148
Operating Expenses	200,001	410,000	0.10,000	200,707	212,070	200,000	111,100	201,100	201,710	,	2.0,.02	0.0,200	5,525,115	-,,
Rent	24,616	24,616	21,621	24,616	24,616	24,616	24,616	24,616	23,821	24,616	24,616	24,616	291,600	291,600
Utilities	4,976	4,239	5,120	4,613	5,093	6,058	6,556	7,036	6,913	5,546	4,862	4,027	65,040	65,040
Security Expense	119	0	547	119	119	224	119	251	201	126	201	126	2,155	2,155
Repairs and Maintenance	1,540	995	1,105	6,171	3,286	1,913	3,282	1,834	4,261	2,182	8,424	(2,899)	32,092	32,092
Liability Insurance	21,418	20,013	21,572	21,907	20,649	22,723	23,905	21,138	22,913	22,719	23,719	12,786	255,463	255,463
Telephone,Cell,Internet	2,928	3,086	4,529	3,519	3,318	3,303	0	1,668	4,275	2,488	2, 4 77	3,472	35,063	35,063
Meals and Entertainment	1,180	2,482	5,360	3,246	1,522	7,620	9,449	(483)	701	991	7,568	2,637	42,274	42,274
Minor Tools Equipment	76	76	555	76	76	76	76	76	76	76	76	76	1,388	1,388
Training, CE, PD	150	0	0	189	0	0	15	0	2,085	0	0	1,050	3,489	3,489
Recruiting Expense	0	0	30,000	26,000	0	0	0	_	129	129		0	56,387	56,387
Expenses - Other	8,310 65,313	13,557 69.064	3,022 93,431	1,098 91,554	9,870 68,549	12,412 78,945	9,648 77,666	2,178 58,314	1,186 66,561	8,653 67,526	4,159 76,231	23,567 69,458	97,658 882.608	97,658 882.609
G & A Expense	00,010	03,004	33,431	31,554	00,548	70,545	71,000	30,514	00,001	01,520	10,201	00,400	002,000	002,000
Dues and Subscriptions	17.875	18,210	26,502	19,851	18,213	19,665	14,418	15,251	16.432	18.012	16,140	15.843	216,413	216,413
Licenses and Permits	189	2,300	2,401	2.664	2.664	364	470		964	990		1,002	15,480	15,480
Postage and Delivery	56	131	489	29	44	108	226	70	398	362		54	1,997	1,997
Professional Fees	31,085	26,318	33,778	22,220	45,785	25,131	11,615	27,048	32,964	35,933	18,024	13,715	323,615	323,615
Office Supplies & Equipment	3,913	4,016	4,082	7,111	3,386	2,672	3,810	2,407	4,273	3,836	5,509	3,882	48,898	48,898
Marketing, Advertising Promotions	0	578	111	1,000	2,500	0	0	0	0	0	0	108	4,298	4,298
Bank Services Charges	1,586	2,215	3,352	2,487	2,134	2,025	1,679		1,914	1,489		1,726	24,885	24,885
Bad Debt Expense	0	6,697	25,337	3,023	1,747	1,318	10,546		6,087	8,151	0	,	155,500	155,500
State, Local Tax Expense	836	19,590	722	(4,891)	(2,033)	(5,676)	_11,866		6,079	7,078		(68,143)	(40,136)	(40,136)
	55,540	80,055	96,774	53,494	74,440	45,607	54,630	54,542	69,111	75,851	36,075	54,824	750,950	750,950
Total Expense	407,450	562,658	509,211	395,755	355,867	413,382	543,476	347,049	400,448	365,149	358,708	497,550	5,156,706	5,156,707
EBITDA	26,353	608,666	36,349	(7,731)	(237,394)	(286,406)	651,554	(145,885)	15,786	(126,672)	54,363	347,003	935,984	935,982
Depreciation, Amortization Other Income and Expense	(7,490)	(6,997)	(7,249)	(7,236)	(7,333)	(7,390)	(7,411)	(7,253)	(7,349)	(7,364)	(7,171)	(8,186)	(88,429)	(88,429)
Other Income	275	453	5,977	90	38	28	373	10	1,150	191	174	44	8,802	8,802
Franchise Taxes	0			(762)	(6,532)	0	0		0	0	0	0	(7,294)	(7,294)
Interest Expense	(108)	(364)	0	ó	ó	0	(350)	0	(/	0		(45)	(890)	(890)
Net Income	19,030	601,758	35,077	(15,639)	(251,221)	(293,768)	644,166	(153,128)	9,564	(133,845)		338,816	848,173	848,171
Net Margin	0.0%	0.0%	0.0%	0.0%	0.0%	(100.0%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	(100.0%)	0.0%

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	Jan, 2015	Feb, 2015	Mar, 2015	Apr, 2015	May, 2015	Jun, 2015	Jul, 2015	Aug, 2015	Sep, 2015	Oct, 2015	Nov, 2015	Dec, 2015	Total	YTD
Revenue			-											
Services	1,311,174.	1,379,353.	2,671,165.	2,016,227.	1,041,376.	935,157.	978,738.	1,137,213.	2,425,800.	2,673,206.	2,348,861.	1,948,191.	20,866,460.	20,866,460.
Income Other Total Revenue	4 044 474	4 070 050	2.671.165.	2.016.227.	1.041.376.	935.157.	070 700	4 407 040	0.405.000	0.070.000	0.040.004	4.040.404	00 000 400	00 000 400
Total Revenue	1,311,174.	1,379,353.	2,6/1,165.	2,016,227.	1,041,376.	935,157.	978,738.	1,137,213.	2,425,800.	2,673,206.	2,348,861.	1,948,191.	20,866,460.	20,866,460.
Cost of Goods Sold														
Production COGS-Other	1,231,540	1,237,864	1,472,149	1,284,985	941,778	581,668	871,989	741,306	1,593,680	2,191,528	1,403,044	1,157,136	14,708,669	14,708,669
Cost of Goods Sold	1,231,540	1,237,864	1,472,149	1,284,985	941,778	581,668	871,989	741,306	1,593,680	2,191,528	1,403,044	1,157,136	14,708,669	14,708,669
Gross Profit	79,634	141,489	1,199,016	731,242	99,598	353,489	106,749	395,907	832,120	481,678	945,817	791,055	6,157,792	6,157,791
Expenses														
Employee Expense														
Net Salaries	225,920	234,447	165,859	204,741	217,496	189,428	217,015	209,636	137,353	197,069	207,177	248.978	2,455,119	2.455.119
Bonuses and Commissions	47,360	21,127	179,923	134,601	34,237	50,560	36,062	57,247	198,297	80,434	141,873	(19,968)	961,751	961,751
	273,280	255,574	345,782	339,342	251,733	239,988	253,077	266,883	335,650	277,503	349,050	229,010	3,416,870	3,416,870
Operating Expenses														
Rent	25,041	25,041	22,910	25,041	25,041	25,041	27,732	27,732	28,528	28,528	28,528	29,518	318,678	318,678
Utilities	4,262	4,516	4,514	4,528	4,102	4,713	5,869	5,308	5,704	4,455	3,262	3,455	54,689	54,689
Security Expense	126	126	126	126	206	207	126	188	133	183	133	233	1,913	1,913
Repairs and Maintenance	4,175	1,709	724	2,169	1,347	5,727	1,691	2,433	2,291	1,170	860	1,920	26,217	26,217
Liability Insurance	21,801	20,227	18,923	21,833	22,363	22,615	25,863	21,567	17,384	10,522	18,350	8,158	229,605	229,605
Telephone,Cell,Internet	14	2,516	4,215	3,068	2,917	3,026	3,006	3,109	3,775	3,107	3,219	3,015	34,986	34,986
Meals and Entertainment	2,141	4,294	2,023	2,636	7,392	8,829	5,094	4,786	6,382	243	1,830	1,833	47,483	47,483
Minor Tools Equipment	615	615	76	76	76	76	76	76	76	76	76	76	1,986	1,986
Training, CE, PD	1,125	115	650	0	400	0	110	2,000	1,390	0	0	444	6,234	6,234
Recruiting Expense	0	0	0	0	0	0	11	150	15	0	0	0	176	176
Expenses - Other	2,793 62.093	5,666 64,825	9,816 63,977	6,594 66,071	4,109	1,648	8,133	6,785	2,888	7,460	6,379	377,639	439,911	439,911
G & A Expense	62,093	64,825	63,977	66,071	67,953	71,882	77,711	74,134	68,566	55,744	62,637	426,291	1,161,877	1,161,878
Dues and Subscriptions	15.088	11.958	11.462	11.050	8.484	10,986	9,639	10.339	44.000	40.740	44 700	44 505	400.070	400.000
Licenses and Permits	1.508	17,207	11,748	15,826	16,592	270	270	520	11,299 244	12,712 269	11,720	11,535	136,272	136,272
Postage and Delivery	109	17,207	246	74	16,592	270 75	47	153	2 44 81	508	244	244	64,941	64,941
Professional Fees	24,452	12,373	11,566	35,701	15,406	21,421	12,378	12,190	37,833	20,080	46	102	1,510	1,510
Office Supplies & Equipment	2,669	3,485	4,580	3,026	2,808	2,101	3,366	2,385	7.421	(118)	(2,147) 2,289	26,675 2,569	227,929 36.582	227,929 36,582
Marketing, Advertising Promotions	2,000	259	1,635	0,020	377	750	1.076	2,365	7,421	(110)	124	2,369	4,222	4.222
Bank Services Charges	2,520	1,683	1,613	1,828	2,073	2.095	1,807	1.710	1,562	1.871	3,769	2,029	24.560	24,560
Bad Debt Expense	3,231	3,432	18.676	5,071	2,712	2,201	2.479	2.826	6.074	11,818	5,670	5,243	69,432	69,432
State, Local Tax Expense	10,934	4,623	35.755	13.437	20,304	(301)	44.493	7.803	(65.012)	1,658	13,737	989	88,419	88,419
	60,511	55,030	97,281	86,013	68,814	39,598	75,555	37.926	(498)	48,798	35,452	49,386	653,866	653,867
Total Expense	395,884	375,429	507,040	491,426	388,500	351,468	406,343	378,943	403,718	382,045	447,139	704,687	5,232,614	5,232,615
EBITDA	(316,250)	(233,940)	691,976	239,816	(288,902)	2,021	(299,594)	16,964	428,402	99,633	498,678	86,368	925,178	925,176
Depreciation, Amortization	(7,887)	(7,195)	(7,999)	(7,847)	(8,962)	(7,741)	(8.154)	(7,847)	(7.728)	(6,962)	(6,517)	(6 905)	(04.040)	(04.040)
Other Income and Expense	(1,001)	(7,193)	(1,555)	(1,041)	(0,302)	(1,141)	(0,134)	(1,041)	(1,120)	(0,902)	(0,317)	(6,805)	(91,646)	(91,646)
Other Income	37	689	10,114	195	1.933	17	214	7.428	26	385	117	20 644	41 707	44 707
Interest Expense	(49)	718	(116)	(49)	(49)	(49)	(49)	(49)	(127)	(3,571)	3,474	20,641 (206)	41,797 (119)	41,797
Net Income	(324,149)	(239,728)	693,975	232,115	(295,980)	(5,752)	(307,583)	16,496	420.573	89,485	495,752	99,998	875,210	(119)
	10=1,1-10]	1220,720/	550,515	~~~,110	(200,000)	10,102)	(501,503)	10,430	720,013	09,465	485,132	22,226	0/5,210	875,208

Case 24-33835-mvl7 Doc 141-3 real light for the control of the co

_	Jan, 2016	Feb, 2016	Mar, 2016	Apr, 2016	May, 2016	Jun, 2016	Jul, 2016	Aug, 2016	Sep, 2016	Oct, 2016	Nov, 2016	Dec, 2016	Total	YTD
Revenue Services	1,238,777.	2,174,919.	2,964,883.	2,965,997.	2,440,983.	3,064,438.	1,427,268.	2,431,338.	2,678,050.	1,792,947.	960,065.	1,290,934.	25,430,599.	25,430,599.
Income Other Total Revenue	1,238,777.	2,174,919.	2,964,883.	2,965,997.	2,440,983.	3,064,438.	1,427,268.	2,431,338.	2,678,050.	1,792,947.	960,065.	1,290,934.	25,430,599.	25,430,599.
Cost of Goods Sold														
Production COGS-Other	987,974	1,621,173	2,261,280	2,258,460	1,734,794	2,318,715	954,926	1,886,135	1,655,761	1,283,737	824,892	684,262	18,472,109	18,472,109
Cost of Goods Sold	987,974	1,621,173	2,261,280	2,258,460	1,734,794	2,318,715	9 84 ,926	1,886,135	1,655,761	1,283,737	824,892	684,262	18,472,109	18,472,109
Gross Profit	250,803	553,746	703,603	707,537	706,189	745,723	472,342	545,203	1,022,289	509,210	135,173	606,672	6,958,489	6,95 8 ,490
Expenses														
Employee Expense														
Net Salaries	255,730	230,590	192,696	209,670	205,417	327,240	245,488	252,680	48,016	263,016	275,854	350,828	2,857,223	2,857,223
Bonuses and Commissions	56,030	63,030	137,179	132,263	97,588	115,914	64,540	64,558	140,892	60,837	. 0	(33,631)	899,199	899,199
	311,760	293,620	329,875	341,933	303,005	443,154	310,028	317,238	188,908	323,853	275,854	317,197	3,756,422	3,756,422
Operating Expenses														
Rent	28,528	28,528	15,507	28,528	28,528	28,528	28,528	28,528	28,528	26,111	26,111	28,092	324,045	324,045
Utilities	2,846	2,766	3,158	3,117	3,571	4,196	4,613	7	6,169	4,460	1,130	807	36,840	36,840
Security Expense	133	133	133	133	133	183	133	190	757	680	197	1,299	4,103	4,103
Repairs and Maintenance	756	1,374	912	1,174	1,432	2,283	1,539	1,070	3,944	1,758	826	1,315	18,383	18,383
Liability Insurance	20,630	20,897	19,562	20,021	20,920	20,982	25,861	18,258	21,968	20,558	27,315	24,908	261,880	261,880
Telephone,Cell,Internet	3,016	3,248	2,680	2,824	3,843	2,836	3,036	3,572	18,445	9,291	9,544	(9,236)	53,098	53,098
Meals and Entertainment	1,283	201	1,177	3,228	830	1,760	1,202	5,473	1,497	753	5,500	2,916	25,820	25,820
Minor Tools Equipment	76	76	76	76	76	76	76	76	76	76	76	76	909	909
Training, CE, PD	125	114	0	1,065	0	185	0	7,185	1,100	495	0	0	10,268	10,268
Recruiting Expense	0	9,167	9,167	9,167	17,500	0	0	12,500	200,587	0	0	0	258,088	258,088
Expenses - Other	6,492	9,028	6,063	3,171	13,052	7,637	14,011	9,421	10,701	5,102	8,163	9,758	102,602	102,602
	63,885	75,532	58,435	72,504	89,885	68,666	78,999	88,280	293,772	69,284	78,862	59,935	1,096,037	1,096,036
G & A Expense														
Dues and Subscriptions	10,919	11,979	17,513	6,359	4,814	3,444	4,148	5,075	11,099	4,397	3,686	4,616	88,048	88,048
Licenses and Permits	119	147	613	119	3,731	258	119	119	119	119	200	119	5,783	5,783
Postage and Delivery	118	64	89	446	52	47	197	64	33	69	60	239	1,479	1,479
Professional Fees	17,865	31,022	34,232	26,290	29,206	26,484	14,222	11,806	17,855	26,583	32,165	10,997	278,726	278,726
Office Supplies & Equipment	2,261	3,126	17,867	2,893	3,459	3,665	2,699	3,793	2,793	1,647	2,432	3,406	50,042	50,042
Marketing, Advertising Promotions	0	0	2,300	460	0	4,225	4,375	6,733	4,718	4,284	338	2,321	29,753	29,753
Bank Services Charges	8,394	8,006	1,381	1,905	1,411	2,919	63	1,391	1,311	1,331	1,945	1,552	31,608	31,608
Bad Debt Expense	2,752	5,782	7,363	5,960	7,123	7,497	4,428	6,350	6,630	0	5,427	5,970	65,283	65,283
Donations and Contributions	0	0	0	0	0	0	0	0	0	0	2,750	0	2,750	2,750
State, Local Tax Expense	315	(7,871)	564	61,397	(25,991)	8,615	316	387	11,532	(1,236)	17,494	50	65,573	65,573
•	42,743	52,255	81,922	105,829	23,805	57,154	30,567	35,718	56,090	37,194	66, 49 7	29,270	619,045	619,045
Total Expense	418,388	421,407	470,232	520,266	416,695	568,974	419,594	439,236	538,770	430,331	421,213	406,402	5,471,504	5,471,503
EBITDA	(167,585)	132,339	233,371	187,271	289,494	176,749	52,748	105,967	483,519	78,879	(286,040)	200,270	1,486,986	1,486,987
Depreciation, Amortization	0	0	(6,995)	(4,713)	(6,498)	(5,278)	(4,995)	(5,443)	0	(5,590)	(6,694)	(6,059)	(51,264)	(51,264)
Other Income and Expense														
Other Income	697	144	(131)	450	1,253	1,717	9,023	20	1	27,891	24	84	41,175	41,175
Franchise Taxes	0	0	0	0	(6,729)	0	0	0	0	0	0	0	(6,729)	(6,729)
Interest Expense	(49)	(49)	(284)	(49)	(49)	(49)	(448)	(74)	(129)	(49)	(49)	(210)	(1,485)	(1,485)
Net Income	(166,937)	132,434	225,961	182,959	277,471	173,139	56,328	100,470	483,391	101,131	(291,759)	194,085	1, 49 8,683	1,468,684

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Services 90,502. 2,24,402. 1,00,005.	37,590. 17,685,978. (866.) 0. 36,724. 17,685,978.	17,685,978. 0.
Services 901,882. 2,234,482. 1,363,985. 944,962. 1,020,395. 1,378,154. 1,454,431. 1,488,771. 2,308,218. 1,904,802. 1,298,307. 1,387. Accrued /Unbilled Revenue 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	(866.) 0.	
Accrued /Unbilled Revenue 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0. 0.	(υ.
	36,724. 17,685 , 978.	
Tatal Devanua 001 892 2 234 482 1 363 985 944 962 1 101 395 1 378 154 1 400.771, 2,300,210, 1,304,002, 1,233,170, 1,300	70,724. 17,000,070.	17,685,978.
Total Revenue 901,882. 2,234,482. 1,363,985. 944,962. 1,020,395. 1,378,154. 1,404,451. 1,406,771. 2,506,216. 1,504,002. 1,294,170. 1,500		11,000,010.
Count Court Court		
	19,608 720,159	720,159
Production COGS-Other 660 700 1.323 022 826 614 626.185 716.393 640,217 1,090,520 1,133,572 1,867,697 905,625 719,621 706	00,775 11,210,940	11,210,940
Production COGS-Materials 0 0 0 0 0 0 0 0 78,415 55,543 4.	42,299 176,257	176,257
Cost of Goods Sold 660,700 1,323,022 826,614 626,185 716,393 640,217 1,090,520 1,133,572 1,867,697 1,218,418 1,041,337 96	62,682 12,107,355	12,107,356
Gross Brofit 241 182 911 460 537 371 318 777 304 002 737 937 363 911 355,199 440,521 686,384 257,836 42	24,042 5,578,622	5,578,622
Gross Profit 241, 162 911,460 551,511 515,111 504,512 501,511 515,111	0.0% 100.0%	0.0%
Gross Margin 0.0% 0.0% 0.0% 0.0% 100.0% 0.0% 0.0% 0.	0.070	
Expenses		
Employee Expense		
Net Salaries 219,755 284,007 250,188 271,063 253,367 237,860 254,291 249,959 250,081 270,850 289,964 23	30,236 3,061,621	3,061,621
Temporary Staffing 0 0 0 0 0 0 0 0 4,421 4,421	4,421 13,263	13,263 (102,663)
Applied Overheads 0 0 0 0 0 0 0 0 0 0 34,169) (34,080) (25	28,914) (102,663) 48,648 666,361	(102,663) 666,361
Boildses and Commissions 33,740 32,037 07,770 32,007 47,700 10,00	48,648 666,361 12.684 44.565	44,565
Payroll Taxes	5,428 33,586	33,586
nealtri, Vision, Life filsularice	1.173 3,914	3,914
Payroll Floressing Fee 0 0 0 0 0 0 0 0 85 36	54 175	175
255,495 376,704 307,963 323,094 301,126 317,016 289,880 280,370 314,432 348,679 332,132 27	273,730 3,720,822	3,720,822
Operating Expenses	44.407 400.045	409.945
Kent 27,000 27,000 51,242 44,047 51,242 51,242 51,242	41,137 409,945 3,864 17,559	17,559
Outlines 557 557 557 557 557 557 557 557 557 55	142 2.803	2.803
Security Expense	1,141 33,651	33,651
Repails and Maintenance 1,010 1,020 12,000 10,0000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000 10,000	29,304 278,256	278,256
	9,233 49,836	49,836
Travel Expense 0 0 0 0 0 0 0 0 936	1,944 2,880	2,880
Meals and Entertainment (382) 1,049 691 4,296 1,416 1,899 833 2,297 17,375 220 2,159	395 32,248	32,248
Minor Tools Equipment 76 76 76 76 76 76 76 76 76 76 76 76	76 909	909
Training, CE, PD 0 0 0 4,988 1,284 0 1,590 0 1,205 140 9,727	0 18,934	18,934
Leased Equipment 0 0 0 0 0 0 0 0 318 318	318 954 2,026 34,273	954 34,273
Recruiting Expense 0 0 0 16,560 0 0 0 11,600 1,750 2,337 Recruiting Expense 0 0 0 0 0 0 0 0 56	2,026 34,273 0 56	54,275 56
background Checks	12,833 576,292	576,292
	102,413 1,458,595	1,458,596
G & A Expense		
Dues and Subscriptions 5,220 6,908 8,131 6,004 10,830 4,853 6,929 5,545 5,545 6,535 5,425	5,425 77,350	
Licenses and Permits 75 156 261 360 360 360 253 253 253 458 241	1,031 4,058	4,058
Postage and Delivery 72 312 150 83 1,189 94 188 77 44 104 118	258 2,690	2,690 357,959
F1016351011411 665 171,000 101,000 121,000 101	160,756 357,959 2,140 31,057	31,057
Office Supplies & Equipment 3,913 2,022 3,393 2,245 3,000 2,012 2,551 2,295 2,012 3,189 2,286 Marketing, Advertising Promotions 1,709 1,244 380 3,185 70 1,986 0 0 0 0 400	519 9,493	
Marketing, Advertising Frombustis 1,709 1,244 350 3,100 1 3,10	1,102 17,520	
Bail Debt Expense 2,715 7,253 2,368 2,545 5,607 2,328 4,838 3,722 5,681 4,627 1,254	2,614 45,552	45,552
Donations and Contributions 0 0 0 0 0 0 0 0 2,584 0 0	0 2,584	2,584
Employee Benefits/Relations 0 0 0 0 0 0 0 0 0 2,603 625	661 3,889	
Oddie, Edda Tax Expense	26,290 112,240	
	200,796 664,393 576,939 5,843,810	
Total Expense 343,272 474,099 658,576 463,683 397,708 658,578 432,344 389,342 469,439 491,587 488,250 5	0,040,000	0,040,010
EBITDA (102,090) 437,361 (121,205) (144,906) (93,706) 79,359 (68,433) (34,143) (28,918) 194,797 (230,414) (15	152,897) (265,187)	(265,188)
Depreciation, Amortization (5,973) 0 (11,565) (5,744) (6,569) (5,470) (5,995) (5,831) (5,577) (12,234) (11,934) (1 Other Income and Expense	(12,591) (89,483)	(89,483)
Other Income 118 49 7,540 (5,379) 5,300 208,634 355 207 4 13,662 (234)	5,316 235,571	
Franchise Taxes 0 0 0 0 (5,215) 0 0 0 0 0	0 (5,215)	
	(6,775) (31,171)	
Net Income (110,189) 435,166 (128,503) (158,012) (101,732) 282,229 (79,976) (39,816) (41,882) 197,729 (243,560) (16	166,947) (155,486)	(155,486)

	Jan, 2018	Feb, 2018	Mar, 2018	Apr, 2018	May, 2018	Jun, 2018	Jul, 2018	Aug, 2018	Sep, 2018	Oct, 2018	Nov, 2018	Dec, 2018	Total	YTD
Revenue Services	1,284,476.	1,109,369.	1,310,821.	1,028,032.	1,075,976.	1,067,660.	1,620,662.	1,566,779.	1,682,379.	1,422,851.	1,087,552.	1,177,971.	15,434,528.	15,434,528.
Income Other Reimbursed Expenses	437.	0.	0.	0.	0.	0.	0.	0.	0.	0.	0.	0.	437.	437.
Total Revenue	1,284,913.	1,109,389.	1,310,821.	1,028,032.	1,075,976.	1,067,660.	1,620,662.	1,566,779.	1,682,379.	1,422,851.	1,087,552.	1,177,971.	15,434,964.	15,434,965.
Cost of Goods Sold														
Production COGS-Labor Production COGS-Other	245,751 731,210	223,075 516,423	205,776 590,540	133,137 384,879	9,601 822,951	2,257 711,872	74,378 1,106,033	85,094 1,000,514	90,443 1,052,663	92,642 925,148	80,840 775,072	132,900 793,483	1,375,893 9,410,789	1,375,893 9,410,789
Production COGS-Materials	75,409	50,034	63,578	115,127	17.641	139.571	67,977	58,434	38,824	42,625	43,807	0	713,028	713,028
Cost of Goods Sold	1,052,370	789,532	859,894	633,143	850,193	853,700	1,248,388	1,144,042	1,181,930	1,060,415	899,719	926,383	11,499,709	11,499,710
Gross Profit	232,543	319,837	450,927	394,889	225,783	213,960	372,274	422,737	500,449	362,436	187,833	251,588	3,935,255	3,935,255
Expenses														
Employee Expense Net Salaries	307.782	233.036	250.620	232.811	186,883	165.895	177.633	196,730	191,937	178,556	192,063	230,256	2,544,201	2,544,201
Temporary Staffing	5,290	6,418	9,137	11,325	4,421	4,421	177,033		181,837	170,000	192,003	230,236	41,011	2,5 44 ,201 41,011
Applied Overheads	(34.866)	(31,309)	(28,677)	(18,180)	(188)	0	ő	_	ő	ő	ŏ	ŏ	(113,221)	(113,221)
Bonuses and Commissions	41,912	38,106	45,698	35,974	13,989	1,270	25,539		19,561	10,467	26,499	9,718	302,607	302,607
Payroll Taxes	28,349	21,131	17,789	10,616	0	0	0	0	0	0	0	0	77,884	77,884
Health, Vision, Life Insurance	8,833	20,021	8,640	6,069	0	0	0	0	0	0	0	0	43,564	43,564
Payroll Processing Fee	1,153	115	960	110	0	0	0		0	0	0	0	2,339	2,339
401K Related	0	0	111	0	0	0	0		0	0	0	0	226	226
Onesetine Frances	358,453	287,518	304,278	278,725	205,105	171,586	203,172	230,717	211,498	189,023	218,562	239,974	2,898,610	2,898,611
Operating Expenses	20.260	44.000	40.004	44 044	40.676	44.044	44 000	44.045	45.045	40.400	45 460	40.040	515.010	646.040
Rent Utilities	32,362 3,934	41,006 5,101	46,691 3,509	41,311 5,958	42,676 6,594	41,311 5,436	41,888 8,428		45,015 7,515	43,460 4,815	45,460 8,780	49,813 4,668	515,010 76,751	515,010 76,751
Security Expense	142	402	250	171	150	150	100		100	100	100	502	2,346	2,346
Repairs and Maintenance	1,539	2,761	4,203	2,613	8,716	4,278	2,405		2,488	2,314	2,449	4,161	41,129	41,129
Liability Insurance	26.735	19,318	22,004	19,714	18,125	23,400	33,119		26,591	31,722	30,100	29,947	316,266	316,266
Workers Comp Insurance	20,700	15,510	386	292	10,125	20,400	00,110	,	20,001	01,722	00,100	20,047	678	678
Telephone, Cell, Internet	10.042	9.825	9.763	7.041	7,526	11,974	12,283	-	11,750	11,847	11,551	9,578	125,005	125,005
Travel Expense	5,749	2,884	6,576	12,549	0	0	0		0	0	0	0,0.0	27,758	27,758
Meals and Entertainment	3,524	3,160	5,646	3,308	2.973	3.063	3.197	80	1,073	2.652	2,219	3,485	34,379	34,379
Minor Tools Equipment	76	76	76	106	151	151	151	151	151	151	151	554	1,947	1,947
Training, CE, PD	0	0	2,962	295	0	0	0	1,700	0	1,790	0	0	6,747	6,747
Leased Equipment	0	206	151	45	0	0	0	0	0	0	0	0	403	403
Recruiting Expense	1,750	204	0	272	0	0	0	239	483	21,215	27	1,752	25,942	25,942
Expenses - Other	6,115	6,696	4,342	1,333	858	36,883	2,624		10,068	10,794	31,516	40,732	159,755	159,755
0.0.4.5	91,968	91,639	106,559	95, 00 8	87,769	126,646	104,195	116,694	105,234	130,860	132,353	145,192	1,334,116	1,334,116
G & A Expense Dues and Subscriptions	2,661	1,772	1 022	2.042	4 006	1.007	2 002	2 002	2 560	2 704	0.454	0.707	27.045	07.045
Licenses and Permits	1.031	1,772	1,933 12,468	2,043 805	1,926 1,145	1,927 975	2,003 975		3,560 1,141	2,781 897	2,451 897	2,787 3,646	27,845 26.086	27,845 26.086
Postage and Delivery	294	214	207	373	7,876	24	12			362	155	3,040	10,086	26,086 10.086
Professional Fees	14,044	14,291	12,335	11,360	37,395	8,194	9,680			44,765	31,300	37,322	278,457	278,457
Office Supplies & Equipment	2,220	1,482	2,579	2,359	4,105	3,136	3,125		4,320	3,887	2,448	5.634	39,996	39,996
Marketing, Advertising Promotions	3,688	5,213	4,400	2,905	3,300	2,200	326			0	94	200	22,442	22,442
Bank Services Charges	2,149	2,072	1,524	1,905	5,189	5,271	4,643	6,633	1,844	6,377	3,576	2,223	43,405	43,405
Bad Debt Expense	2,105	2,899	2,378	1,727	1,183	4,198	4,055	4,211	20,899	3,887	2,770	2,760	53,071	53,071
Donations and Contributions	0	0	0	0	0	0	0	0	1,500	0	0	0	1,500	1,500
Employee Benefits/Relations	589	0		0	0	77	0	0		0	0		666	666
State, Local Tax Expense	3,213	5,997	4,911	5,469	1,535	1,572	7,513		7,035	8,629	6,800	12,252	71,717	71,717
Total Expense	31,994 482,415	35,071 414,228	42,735 453,572	28,946 402,679	63,654 356,528	27,574 325,806	32,332 339,699		71,071 387,803	71,585 391,468	50,491 401,406	67,219 452,385	575,270 4,807,996	575,271 4,807,998
EBITDA	(249,872)	(94,391)	(2,645)	(7,790)	(130,745)	(111,846)	32,575	22,726	112,646	(29,032)	(213,573)	(200,797)	(872,741)	(872,743)
Depreciation, Amortization Other Income and Expense	(12,068)	(11,546)	(13,450)	(6,038)	(5,922)	21,245	(5,461)	(6,663)	(6,919)	(7,086)	(6,873)	(7,068)	(67,850)	(67,850)
Other Income	87	21	1,423	5,389	12,895	(940)	328	(679)	(1,248)	(2,707)	(4,897)	3,146	12,818	12,818
Franchise Taxes	0	0	0	0	(2,142)	(10,056)	(1,700)	(1,700)	(1,700)	(1,700)	(1,700)	(1,700)	(22,398)	(22,398)
Interest Expense	(3,247)	(4,440)	(4,044)	(6,258)	(6,856)	(9,064)	(5,744)		191	(6,589)	(10,886)	(7,850)	(69,494)	(69,494)
Net Income	(265,100)	(110,356)	(18,716)	(14,697)	(132,770)	(110,661)	19,998	8,977	102,970	(47,114)	(237,929)	(214,269)	(1,019,665)	(1,019,667)

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	Jan, 2019	Feb, 2019	Mar, 2019	Apr. 2019	May, 2019	Jun. 2019	Jul. 2019	Aug, 2019	Sep, 2019	Oct, 2019	Nov, 2019	Dec, 2019	Total	YTD
Revenue	0011, 2010	1 00, 2010		7.0., 20.0										
Services	1,663,189.	1,074,213.	1,270,093.	1,332,022.	1,772,528.	1,203,442.	1,228,851.	1,395,507.	1,409,390.	1,029,878.	1,287,449.	1,247,241.	15,913,804.	15,913,804. 460.
Accrued /Unbilled Revenue	0.	0.	0.	0.	0.	0.	3,957.	(1,296.)	(622.)	1,244.	(3,282.)	460.	460.	460.
Income Other Total Revenue	1,663,189.	1,074,213.	1,270,093.	1,332,022.	1,772,528.	1,203,442.	1,232,808.	1,394,211.	1,408,768.	1,031,122.	1,284,167.	1,247,701.	15,914,264.	15,914,264.
Cost of Goods Sold	0	0	n	0	0	0	207.762	161,053	165,057	220,871	182,613	189,416	1,126,772	1,126,772
Production COGS-Labor Production COGS-Other	1,175,214	835,874	930,889	1,133,100	1,404,486	872,128	1,577	5,245	1,100	2,133	1,267	1,110	6,364,123	6,364,123
Production COGS-Other Production COGS-Materials	1,175,214	000,074	0.00,000	0	0	0	661,297	870,043	811,596	624,374	828,448	752,027	4,547,785	4,547,785
Cost of Goods Sold	1,175,214	835,874	930,889	1,133,100	1,404,486	872,128	870,636	1,036,341	977,753	847,378	1,012,328	942,553	12,038,680	12,038,680
Gross Profit	487,975	238,339	339,204	198,922	368,042	331,314	362,172	357,870	431,015	183,744	271,839	305,148	3,875,584	3,875,584
Expenses														
Employee Expense														
Net Salaries	210,415	201,432	160,121	162,193	165,669	161,507	90,019	111,036	96,663	112,231	116,104	88,828	1,676,218	1,676,218
Applied Overheads	0	. 0	0	0	0	0	(29,285)	(24,972)	(23,639)	(30,200)	(25,436)	(27,925)	(161,457)	(161,457)
Bonuses and Commissions	25,368	9,496	27,583	4,465	9,118	8,875	(962)	29,472	9,477	18,385	17,349	57,603	216,229	216,229
Payroll Taxes	9,755	0	0	0	0	0	17,595	16,266	16,670	22,498	19,668	25,250	127,701 42,207	127,701 42,207
Health, Vision, Life Insurance	(6,228)	0	0	0	0	0	3,939 426	8,484 314	9,666 285	3,852 236	6,065 275	16,429 656	42,207 2,192	42,207 2,192
Payroll Processing Fee FMLA Program Admin Fee	0	0	0	0	0	0	426		∠65 0	312	275 276	030	588	588
401K Related	0	0	0	0	0	0	619	ő	Ö	0	0	ő	619	619
40 II (Nelated	239,310	210,928	187,704	166,658	174,787	170,382	82,351	140,600	109,122	127,314	134,301	160,841	1,904,297	1,904,297
Operating Expenses			•	•	•	•								
Rent	49,388	49,388	49,227	49,388	49,388	49,388	42,674		59,629	27,151	26,186	17,719	512,200	512,200
Utilities	8,699	8,794	8,419	7,720	10,030	10,336	6,543		7,176	7,257	6,342	4,245	91,947	91,947
Contract Labor	0	0	0	0	0	0	6,105		0 100	0 100		0	6,105 2,979	6,105 2,979
Security Expense	100	1,940	100	100	93 4.104	210 3.434	100 1.999		2,026	4,319		12,952	51,229	51,229
Repairs and Maintenance Liability Insurance	2,285 23.641	3,731 24,742	3,198 26.337	3,212 24,202	23.980		7,211		9,634	8,722		2,839	182,332	182,332
Workers Comp Insurance	23,041	24,742	20,337	24,202	25,900		7,211	7,547	581	581	581	2,992	4,736	4,736
Telephone,Cell,Internet	10,743	10,175	11,949	11,068	11,128	_	9,174	6,418	10,376	7,365	8,438	6,933	114,760	114,760
Travel Expense	0	0	0	0	0	. 0	1,557	401	2,872	7,446		4,659	28,141	28,141
Meals and Entertainment	935	2,336	4,903	8,219	2,903	4,541	373		846	2,106		1,447	33,845	33,845
Minor Tools Equipment	151	151	736	151	151	151	0		151	151	615	151	2,865	2,865
Training, CE, PD	0		0	0	0	_	0		0	0	_	0	2,916	
Recruiting Expense	0 500	37 2.187	0 214	14 1.046	60 3,890	21.036	0 990		95 1,867	131 507	71 3,807	376 0	986 39,260	986 39,260
Expenses - Other	3,503 99,445	104,972	105.083	105,120	105,727	121,167	76,726		95,353	65.836		54,313	1,074,299	1,074,301
G & A Expense	35,440	104,512	100,000	100,120	100,727	121,107	70,720	10,004	00,000	00,000	00,0	0.,0.0	1,01 1,000	7,07 1,00
Dues and Subscriptions	3,023	2,451	5,802	6,242	6,116	5,949	6,349	5,408	5,952	5,823	5,177	6,964	65,256	65,256
Licenses and Permits	618	977	977	881	1,121	949	5,714			4,282		3,089	38,437	38,437
Postage and Delivery	96			192	358		209			445		(200)	1,756	
Professional Fees	67,918		27,899	36,474	34,397	35,528	111,048			47,010		90,838	864,667	864,667
Office Supplies & Equipment	3,654 0		3,409 0	4,209 0	5,726 0	4,037 0	1,885 117		1,651 0	2,564 0			32,231 117	32,231 117
Marketing, Advertising Promotions Bank Services Charges	2.567	1.306	_	792	917	-				442	_	1,134	9,746	
Bad Debt Expense	4,336	-1	2,960	3,209	4,523		28,082			0			105,683	
Employee Benefits/Relations	0		2,000	0,250	0,020	0				ō			1,206	
State, Local Tax Expense	1,239	602	7,156	5,260	3,557	2,955	o	3,000	3,000	(5,047)	1,931	4,901	28,554	28,554
Miscellaneous Expense	0			0		0							45	
	83,451	38,116		57,259	56,715		153,668			55,519			1,147,698	
Total Expense	422,206	354,016	341,970	329,037	337,229	345,437	312,745	417,900	394,548	248,669	291,557	330,991	4,126,294	4,126,296
EBITDA	65,769	(115,677)	(2,766)	(130,115)	30,813	(14,123)	49,427	(60,030)	36,467	(64,925)	(19,718)	(25,843)	(250,709)	(250,712)
Depreciation, Amortization Other Income and Expense	(6,819)	.,,,		(6,571)	(6,784)		, . ,	, , ,		(5,836)	• • • •		(75,647)	
Other Expenses	0	-		0						(16,667)			(110,920)	
Other Income	(4,679)			(16,755)						1	1	1	(58,935)	
Franchise Taxes Interest Expense	(549)	•	_	7,387	(7,870) 0		(. , ,		1-1,007	(8,929)		0 (11,853)	12,049 (65,142)	
Net Income	53.722			(146,054)						(96,356)			(549,305)	
HOL MOOTHE	33,122	(120,453)	(17,517)	(140,004)	0,302	(30,074)	10,001	(90,000	11,554	130,000	, (30,110)	(00,754)	(545,505)	1040,001)

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	Jan. 2020	Feb, 2020	Mar, 2020	Apr. 2020	May, 2020	Jun. 2020	Jul, 2020	Aug, 2020	Sep, 2020	Oct, 2020	Nov, 2020	Dec, 2020	Total	YTD
Revenue	Jan, 2020	TOD, LULU	Hidi, Edeo	7 (51, 2020	11.07, 2020	041, 2020	04., 1,010	· · · · · · · · · · · · · · · · · · ·						
Services	1,076,495.	789,416.	1,045,775.	1,018,996.	988,760.	1,719,386.	1,423,402.	1,557,888.	903,221.	1,704,863.	1,478,330.	2,038,283.	15,744,817.	15,744,817.
Accrued /Unbilled Revenue	(460.)	0.	0.	134,901.	373,213.	(192,855.)	(92,586.)	(155,704.)	351,840.	(370,655.)	17,401.	4,393.	69,487.	69,487.
Income Other									·					
Total Revenue	1,076,035.	789,416.	1,045,775.	1,153,897.	1,361,973.	1,526,531.	1,330,816.	1,402,184.	1,255,061.	1,334,208.	1,495,731.	2,042,676.	15,814,304.	15,814,304.
Cost of Goods Sold										054700	200 100	070 074	0.007.400	3.007,168
Production COGS-Labor	236,885	205,347	200,856	277,517	249,667	224,586	304,876	248,806	299,429 9,688	254,790 5,992	232,136 15,253	272,274 44,408	3,007,168 111,665	111,665
Production COGS-Other	436	2,926	4,003	2,495	709	5,955	15,344	4,457 793,100	640,911	922,335	989,652	1,535,757	9,773,991	9,773,991
Production COGS-Materials	650,608	379,005	621,376	732,162	889,616 1,139,992	964,122 1,194,663	655,347 975,567	1,046,363	950,028	1,183,117	1,237,041	1,852,439	12,892,825	12,892,824
Cost of Goods Sold	887,929	587,278	826,235	1,012,174	1,139,992	1, 194,003	975,567	1,040,303	900,026	1, 103, 117	1,207,041	1,002,408	12,032,020	12,032,024
Gross Profit	188,106	202,138	219,540	141,723	221,981	331,868	355,249	355,821	305,033	151,091	258,690	190,237	2,921,479	2,921,480
Expenses														
Employee Expense														
Net Salaries	100,424	206,615	159,670	206,143	182,001	139,443	189,414	148,110	184,321	186,845	189,416	251,742	2,144,143	2,144,143
Applied Overheads	(36,281)	(27,989)	(30,267)	(39,751)	(35,526)	(31,891)	(43,588)	(33,783)	(39,516)	(33,686)	(31,965)	(34,840)	(419,084)	(419,084)
Bonuses and Commissions	25,750	21,772	28,458	14,058	13,783	4,806	6,691	4,354	4,252	8,959	5,791	8,611	147,285	147,285
Payroll Taxes	36,982	46,323	37,600	32,736	23,723	24,319	32,789	24,574	30,800	28,203	26,908	36,352	381,308	381,308
Health, Vision, Life Insurance	9,088	10,770	10,750	26,289	31,321	56,367	39,640	43,891	39,873	37,380	38,560	49,937	393,867	393,867
Payroll Processing Fee	293	1,060	389	1,131	497	1,924	501	585	593	706	491	783	8,954	8,954
FMLA Program Admin Fee	0	0	0	0	0	0	0	0	0	1,092	168	0	1,260	1,260
	136,256	258,551	206,600	240,606	215,799	194,968	225,447	187,731	220,323	229,499	229,369	312,585	2,657,733	2,657,733
Operating Expenses	00 = 11	04.004	07.00	45 770	64 750	50.263	52.033	50.263	59.735	60.145	37.701	31,123	523.637	523.637
Rent	23,741	24,021	37,087	45,770			,	50,263	10,387			31,123 8,629	523,637 77,278	523,637 77,278
Utilities	8,158 0	10,580 525	(1,529) 0	2,858 0	4,661 0	4,310 0	6,176 0	5,627	10,367	7,955 0	9,266 0	6,629 471	996	996
Security Expense	4.575	2.010	1.923	4.731	6,409	8,091	2,416	3,456	1,959	6.301	30.012	9.926	81,808	81,808
Repairs and Maintenance Liability Insurance	1,999	1,999	1,454	1,141	1,367	1,140	1,140	1,140	11,109	4,028	3,759	3,759	34,032	34,032
Workers Comp Insurance	581	581	8.780	(12.075)	2,473	1,140	4,141	4,141	(5.652)	6,888	6,888	6,888	23,634	23.634
Telephone, Cell, Internet	6,574	15,106	8,941	9,299	9,138	9,755	7,847	12,019	6,865	9,887	9,049	20,488	124,968	124,968
Travel Expense	9.951	14.851	18.369	2,436	589	1,911	2.837	3,002	4,840	5.825	6,894	10,235	81,741	81,741
Meals and Entertainment	3,678	2.097	2,289	1,920	0	666	1,471	0,002	438	3,024	1,594	2,015	19,192	19,192
Minor Tools Equipment	151	611	0	76	492	0	698	ō	0	0	0	0	2.028	2.028
Training, CE, PD	643	0	Ō	0	0	0	0	0	0	0	0	0	643	643
Recruiting Expense	1,052	148	0	0	53	463	3	206	367	1,320	1,236	72	4,921	4,921
- '	61,103	72,529	77,314	56,156	76,938	76,599	78,762	80,054	90,048	105,373	106,399	93,606	974,877	974,878
G & A Expense														
Dues and Subscriptions	6,650	7,583	3,057	4,071	13,321	6,937	4,799	5,999	7,474	4,340	8,353	11,035	83,619	83,619
Licenses and Permits	2,985	2,985	2,880	3,124	7,755	11,062	1,291	776	14,237	5,886	5,386	345	58,710	58,710
Postage and Delivery	125	293	0	21	165	0	19	39	97	378	38	495	1,670	1,670
Professional Fees	65,091	80,688	36,247	101,256	114,348	112,406 930	45,568	31,343	44,887	32,381	89,795 978	46,438	800,446	800,446
Office Supplies & Equipment	2,707	1,814 80	5,526 80	520 80	1,126 0	930	1,284 0	1,863 0	2,246	2,699	9/8	2,721 0	24,413 240	24,413 240
Marketing, Advertising Promotions Bank Services Charges	0 423	319	552	530	448	494	406	383	350	0 482	428	366	5,182	5,182
Bad Debt Expense	423		4.719	0	440	3.000	400	0	19.869	462	16,000	7.256	50.843	50,843
Employee Benefits/Relations	11,361	1,394	365	460	293	292	50	194	1,045	1,528	183	422	17,584	17,584
State, Local Tax Expense	300	300	5,842	300	300	300	0	0		1,020	0	0	7,342	7,342
Property Taxes	0		0,012	0	0	0	ŏ	ō	-	ő	ŏ	ő	242	242
Miscellaneous Expense	2,058	(2,058)	o	o	o	1	ō	387	(312)	Ō	Ō	12,313,402	12,313,478	12,313,478
·	91,700	93,640	59,268	110,362	137,756	135,422	53,417	40,984	89,893	47,694	121,161	12,382,480	13,363,769	13,363,769
Total Expense	289,059	424,720	343,182	407,124	430,493	406,989	357,626	308,769	400,264	382,566	456,929	12,788,671	16,996,379	16,996,380
EBITDA	(100,953)	(222,582)	(123,642)	(265,401)	(208,512)	(75,121)	(2,377)	47,052	(95,231)	(231,475)	(198,239)	(12,598,434)	(14,074,900)	(14,074,900)
Depreciation, Amortization Other Income and Expense	(6,311)	(6,311)	(6,216)	(6,284)	(5,892)	(5,995)	(5,995)	(5,995)	(7,308)	(4,603)	(8,613)	(24,943)	(94,465)	(94,465)
Other Expenses	(17,024)	(16,667)	(16,667)	0	0	0	0	0	0	0	0	. 0	(50,357)	(50,357)
Other Income	(1,259)	(1,156)	(10,007)	0	1,115	-	0	0	_	0	-	15,913	14,615	(50,357) 14.615
Franchise Taxes	(1,239)	(1,130)	0	(25,900)	(25,000)	(25,000)	(25,000)	(25,000)	(25,000)	0		(600,000)	(750,900)	(750,900)
Interest Expense	(11,368)	(60,202)	40,625	(2,720)	(1,874)	(3,219)	(3,613)	(3,728)	(3,061)	(5,784)	(5,586)	(31,050)	(91,579)	(91,579)
Net Income	(136,915)	(306,918)	(105,900)	(300,305)	(240,163)	(109,335)	(36,985)	12,329	(130,600)	(241,862)	(212,437)	(13,238,514)	(15,047,585)	(15,047,586)
Net Margin	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	(600.0%)	(600.0%)	(100.0%)

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	Jan, 2021	Feb, 2021	Mar, 2021	Apr, 2021	May, 2021	Jun, 2021	Jul, 2021	Aug, 2021	Sep, 2021	Oct, 2021	Nov, 2021	Dec, 2021	Total	YTD
Revenue						·								
Services	1,748,420.	1,274,527.	1,250,965.	718,774.	723,852.	789,068.	815,951.	733,486.	826,459.	1,020,287.	930,214.	774,053.	11,606,056.	11,606,056.
Accrued /Unbilled Revenue Income Other	(11,489.)	(3,079.)	16,055.	(12,351.)	3,220.	3,755.	1,569.	249,728.	30,539.	(146,009.)	(120,458.)	22,005.	33,486.	33,486.
Total Revenue	1,736,931.	1,271,448.	1,267,020.	706,423.	727,072.	792,823.	817,520.	983,214.	856,998.	874,278.	809,756.	796,058.	11,639,541.	11,639,542.
Cost of Goods Sold														
Production COGS-Labor	199,565	152,715	174,772	137,388	129,027	156,060	126,988	130,663	164,024	124,460	117,322	141,123	1,754,106	1,754,106
Production COGS-Other	6,419	18,643	24,153	16,296	19,648	25,548	30,782	27,911	38,258	63,922	65,935	84,821	422,336	422,336
Production COGS-Materials	1,137,763	629,118	729,350	339,084	342,208	424,072	476,886	434,053	391,420	463,043	409,858	361,589	6,138,443	6,138,443
Cost of Goods Sold	1,343,747	800,476	928,275	492,768	490,883	605,680	634,656	592,627	593,702	651,425	593,115	587,533	8,314,885	8,314,885
Gross Profit	393,184	470,972	338,745	213,655	236,189	187,143	182,864	390,587	263,296	222,853	216,641	208,525	3,324,656	3,324,657
Expenses														
Employee Expense														
Net Salaries	180,188	184,814	195,954	159,809	144,838	171,215	128,302	137,368	171,754	142,901	148,654	177,891	1,943,690	1,943,690
Applied Overheads	(27,066)	(20,683)	(24,922)	(17,590)	(16,883)	(21,003)	(16,463)	(17,522)	(21,971)	(15,917)	(15,581)	(17,027)	(232,628)	(232,628)
Bonuses and Commissions	6,529	13,327	3,105	3,193	0	(910)	3,128	7,537	4,502	11,011	7,748	13,190	72,358	72,358
Payroli Taxes	33,392	22,192	34,221	18,424	18,477	21,252	15,416	15,800	19,164	15,533	15,393	17,515	246,778	246,778
Health, Vision, Life Insurance	40,684	19,259	40	10,721	8,119	5,773	14,664	3,246	5,922	8,686	7,781	4,743	129,639	129,639
Payroll Processing Fee	633	1,519	648	515	530	737	627	619	629	477	620	731	8,284	8,284
FMLA Program Admin Fee	168	168	134	0	268	0	0	0	0	0	1,080	0	1,818	1,818
On another Function	234,528	220,596	209,180	175,072	155,349	177,064	145,674	147,048	180,000	162,691	165,695	197,043	2,169,939	2,169,939
Operating Expenses	00.007	40.000	00.750	24 202	28,494	28,494	28,494	20.252	00.050	25,502	26,353	26,353	367,542	367,542
Rent Utilities	39,907 4,560	46,399 2,616	29,756 1,792	31,083 2,076	28,494 828	(2,203)	28,494 9,994	28,353 17	28,353 3,627	3,486	3,191	26,333	32,912	367,542
-	4,560	195	1,792	195	020	390	195	195	195	195	195	195	2,343	2,343
Security Expense Repairs and Maintenance	3,911	5,261	7,058	11,993	4,577	2,206	2,578	2,189	4,738	2,295	2,255	2.546	51,606	51.606
Liability Insurance	4,899	4,899	4,899	4,899	4,899	4,899	4,899	4.899	9,702	9,702	9,991	10,369	78,955	78,955
Workers Comp Insurance	6,888	6,888	6,888	6,888	6,888	6,888	6,888	6,888	2,965	2,965	2,965	2,965	66,959	66,959
Telephone, Cell, Internet	30.147	27.809	28.076	18,889	10,564	9,419	15,982	21,000	20,277	22,341	22,543	24,725	251,773	251,773
Travel Expense	2.936	3,672	5,842	5,221	5,459	9,960	3,947	7,896	7,092	7.804	11,518	16,531	87,876	87,876
Meals and Entertainment	992	1.102	1,438	1,619	1.657	3,204	1,636	1.076	2.817	1,358	2.310	1,996	21,203	21,203
Minor Tools Equipment	0	1,102	0	0,5,0	0	0,201	518	88	33	0,000	2,0,0	0	639	639
Training, CE, PD	Ö	Ö	947	ō	ō	ő	0	0	0	ō	ō	Ō	947	947
Recruiting Expense	385	28	433	0	ō	Ō	130	14	Ō	70	Ō	Ö	1,061	1,061
Expenses - Other	0 0 0 0 0 0	0 000	0	0 000	0	0	0	0	2,748	731	0 01 001	0	3,478	3,478
G & A Expense	94,820	98,869	87,324	82,863	63,366	63,257	75,261	72,615	82,547	76,449	81,321	88,606	967,294	967,294
Dues and Subscriptions	8,222	8,196	12,901	9,599	9,278	8,623	10,062	7,313	4,035	7,049	6,676	8,467	100,420	100.420
Licenses and Permits	2,241	181	556	2,320	2,945	3,668	2,367	509	39	204	1,293	(11,033)	5,290	5,290
Postage and Delivery	534	317	132	350	457	692	798		1.832	2,687	1,771	406	10,405	10,405
Professional Fees	23,816	69,578	30,263	41,386	33,683	38,270	51,408	52,719	142,467	78,756	36,592	(82,631)	516,306	516,306
Office Supplies & Equipment	1,792	1,118	2,550	3,649	480	746	308	447	967	3.526	1,428		19.680	19,680
Marketing, Advertising Promotions	0	0	2,555	0,5.0	0	0	0		0	255	0		510	510
Bank Services Charges	602	306	356	353	329	349	329	1,066	327	791	268	502	5,577	5,577
Bad Debt Expense	0	(17,065)	0	0	0	0	0		0	30.876	5,270	24,621	43,702	43,702
Employee Benefits/Relations	341	372	581	2,624	85	212	140		337	303	59	308	5,699	5,699
Miscellaneous Expense	225	406	(1)	(150)	(481)	0	0	0	0	0	0	40	40	40
	37,773	63,409	47,338	60,131	46,776	52,560	65,412	62,818	150,004	124,447	53,357	(56,395)	707,629	707,629
Total Expense	367,121	382,874	343,842	318,066	265,491	292,881	286,347	282,481	412,551	363,587	300,373	229,254	3,844,862	3,844,862
EBITDA	26,063	88,098	(5,097)	(104,411)	(29,302)	(105,738)	(103,483)	108,106	(149,255)	(140,734)	(83,732)	(20,729)	(520,206)	(520,205)
Depreciation, Amortization Other Income and Expense	(13,024)	(15,197)	(12,707)	(18,666)	(14,286)	(12,720)	(15,859)	(14,283)	(13,816)	(13,628)	(13,841)	(13,520)	(171,548)	(171,548)
Other Income	0	0	0	5,427	(5,191)	650,095	0		0	(4,884)	(4,986)	(4,760)	635,701	635,701
Franchise Taxes	(20,000)	(20,000)	(20,000)	(20,000)	(20,000)	(20,000)	(20,000)		(249)	Ó	0	Ó	(160,249)	(160,249)
Interest Expense	(15,888)	(14,044)	(1,451)	(14,939)	(4,673)	(4,226)	(12,756)	(14,104)	(5,309)	(7,517)	(10,581)	(5,389)	(110,876)	(110,876)
Net Income	(22,849)	38,857	(39,255)	(152,589)	(73,452)	507,411	(152,098)	59,719	(168,629)	(166,763)	(113,140)	(44,398)	(327,178)	(327,177)
Net Margin	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%

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	Jan, 2022	Feb, 2022	Mar, 2022	Apr. 2022	May, 2022	Jun, 2022	Jul, 2022	Aug. 2022	Sep. 2022	Oct. 2022	Nov. 2022	Dec. 2022	Total	YTD
Revenue	Jan, 2022	1 60, 2022	IVIAI, ZUZZ	Apr., 2022	Way, 2022	Juli, 2022	Jui, 2022	Aug, 2022	3ep, 2022	Oct, 2022	1404, 2022	Dec, 2022	Total	110
Services	993,870.	1,144,374.	2,548,108.	4,071,268.	2,814,459.	0.	0.	0.	0.	0.	0.	14,747.	11,586,826,	11.586.826.
Accrued /Unbilled Revenue	44,173.	67,307.	1,130,138.	(822,468.)	(20,865.)	0.	0.	(1.)	0.	0.	0.	0.	398,284.	398,284.
Income Other														
Total Revenue	1,038,043.	1,211,681.	3,678,246.	3,248,800.	2,793,594.	0.	0.	(1.)	0.	0.	0.	14,747.	11,985,110.	11,985,110.
Cost of Goods Sold														
Production COGS-Labor	103,172	114,931	171,565	135,109	144,116	0	1	(1)	0	0	0	0	668,896	668,896
Production COGS-Other	94,146	90,871	49,184	67,417	37,073	0	0	Ó	0	0	0	45,693	384,384	384,384
Production COGS-Materials	516,360	608,358	2,171,272	1,791,087	1,826,047	(1)	0	0	0	0	6,870	0	6,919,991	6,919,991
Cost of Goods Sold	713,678	814,160	2,392,021	1,993,613	2,007,238	(1)	1	(1)	0	0	6,870	45,693	7,973,270	7,973,271
Gross Profit	324,365	397,521	1,286,225	1,255,187	786,356	1	(1)	0	0	0	(6,870)	(30,946)	4,011,840	4,011,839
Gross Margin	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	200.0%	(100.0%)	0.0%	0.0%	0.0%	(200.0%)	(100.0%)	0.0%
Expenses														
Employee Expense														
Net Salaries	159,092	164,609	210,626	186,667	190,780	1	(1)	0	0	0	0	0	911,774	911,774
Applied Overheads	(13,333)	(15.237)	(23,506)	(18,123)	(19,213)	ò	Ϋ́	(1)	ō	ŏ	ő	Ö	(89,413)	(89,413)
Bonuses and Commissions	9,541	7,983	8,050	53,096	112,286	(1)	ō	(1)	ō	ŏ	ō	ō	190,955	190,955
Payroll Taxes	29,874	24,516	26,929	23,689	27,914	(11)	(1)) ó	Ō	ō	ō	Ö	132,909	132,909
Health, Vision, Life Insurance	9,298	11,122	4,899	9,577	9,889	` 1	(1)	1	0	Ō	ō	Ö	44,785	44,785
Payroll Processing Fee	1,391	2,046	25	1,423	1,278	0	Ò	0	0	0	0	0	6,163	6,163
	195,863	195,039	227,023	256,329	322,934	(10)	(3)	(1)	0	0	0	0	1,197,173	1,197,173
Operating Expenses														
Rent	26,353	27,064	29,392	20,896	22,305	0	0	0	0	0	0	0	126,011	126,011
Utilities	2,786	2,638	2,904	2,947	3,029	0	0	0	0	0	0	0	14,303	14,303
Security Expense	200	200	200	1,472	200	0	0	0	0	0	0	0	2,275	2,275
Repairs and Maintenance	1,956	1,954	2,223	2,303	5,791	0	0	0	0	0	0	0	14,228	14,228
Liability Insurance	10,005	10,005	10,005	10,010	10,010	0	0	0	0	0	0	0	50,035	50,035
Workers Comp Insurance	2,965	2,965	2,965	2,960	2,960	0	0	0	0	0	0	0	14,814	14,814
Telephone, Cell, Internet	17,488	15,222	17,004	16,812	18,096	0	1	0	0	0	0	0	84,623	84,623
Travel Expense	2,117	16,120	12,925	22,852	19,937	0	1	(1)	Ō	0	0	0	73,952	73,952
Meals and Entertainment	450	3,254	4,951	1,998	5,562	0	(1)	1	0	0	0	0	16,2 1 5	16,215
Training, CE, PD	0	0	0	484	0	0	0	0	0	0	0	0	484	484
Recruiting Expense Expenses - Other	1,040 0	923 0	767 0	52	1,029	0	0	0	0	0	0	0	3,810	3,810
Expenses - Other	65,360	80,345	83,336	32,017 114,803	3,469 92,388	0	1	0	0	0	0	0	35,485 436,236	35,485 436,235
G & A Expense	57,555	55,515	00,000	,000	02,000	· ·	•	·	·	·	Ū	·	430,230	430,233
Dues and Subscriptions	9,154	9,666	10,919	12,385	14,264	0	0	(1)	0	0	0	0	56,389	56,389
Licenses and Permits	13	1,194	1,025	2.285	(1,749)	Ō	0	(1)	ō	ō	ň	ő	2,767	2,767
Postage and Delivery	1,497	370	2,272	868	777	0	0	`ó	Ō	Ō	o o	ō	5.785	5,785
Professional Fees	21,252	26,735	65,223	62,862	30,856	0	0	Ō	ō	Ō	ō	950	207,879	207,879
Office Supplies & Equipment	1,199	958	3,510	6,574	3,607	0	0	0	0	0	Ô	0	15,848	15.848
Marketing, Advertising Promotions	0	0	0	255	0	0	0	0	Ō	Ō	Ō	ō	255	255
Bank Services Charges	307	359	307	364	332	0	0	0	0	0	0	(40)	1,629	1,629
Employee Benefits/Relations	179	2,043	994	1,601	2,356	0	, 0	0	0	0	0	Ò	7.172	7,172
State, Local Tax Expense	0	0	0	(209)	71	0	0	0	0	0	0	Ó	(138)	(138)
Property Taxes	0	2,768	0	0	0	0	0	0	0	0	0	Ō	2,768	2.768
_	33,601	44,093	84,250	86,985	50,514	0	0	(2)	0	0	0	910	300,353	300,354
Total Expense	294,824	319,477	394,609	458,117	465,836	(10)	(2)	(3)	0	0	0	910	1,933,761	1,933,762
EBITDA	29,541	78,044	891,616	797,070	320,520	11	1	3	0	0	(6,870)	(31,856)	2,078,078	2,078,077
Depreciation, Amortization	(13,453)	(13,469)	(13,966)	(13,872)	(13,947)	0	0	0	0	0	0	0	(68,707)	(68,707)
Other Income and Expense	·						•	_	_	•	-	•	(00). 01)	(00,1.07)
Other Expenses	0	0	0	0	0	0	0	0	0	0	0	(71,793)	(71,793)	(71,793)
Other Income	(261)	0	0	(5,132)	(5,298)	0	0	1,498	ō	8,191	ō	1,746,360	1,745,357	1.745.357
Interest Expense	(14,469)	(18,369)	(9,255)	(12,587)	(13,006)	0	0	0	Ō	8,191	ō	0	(59,495)	(59,495)
Net Income	1,358	46,206	868,395	765,479	288,269	11	1.	1,501	0	16,382	(6,870)	1,642,711	3,623,441	3,623,439
Net Margin	0.0%	0.0%	0.0%	0.0%	0.0%	(1000.0%)	(300.0%)	(315600.0%)	0.0%	0.0%	0.0%	11100.0%	(305800.0%)	0.0%

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	Jan, 2023	Feb, 2023	Mar, 2023	Apr, 2023	May, 2023	Jun, 2023	Jul, 2023	Aug, 2023	Sep, 2023	Oct, 2023	Nov, 2023	Dec, 2023	Total	YTD
Income Other														
Expenses Employee Expense									<u>-</u>					
Operating Expenses Telephone,Cell,Internet	n		n n	0	0	0	0	0	c) 0	(1,462)	0	(1,462)	(1,462)
releptione, Cell, Internet	- 0		0 0		<u>_</u>	0	Ö	0) 0		0	(1,462)	(1,462)
G & A Expense									· · · · · · · · · · · · · · · · · · ·					
Total Expense	0		0 0	0	0	0	ō	0	- 0) 0	(1,462)	0	(1,462)	(1,462)
EBITDA	0)	o a	0	0	. 0	C	0) 0	1,462	0	1,462	1,462
Other Income and Expense	0		0 0	ı 0) (2)		n (. 0	0	(2)	(2)
Interest Expense Net Income		<u> </u>	0 0) 0	0		Č	(2)) (1,462	0	1,460	1,460